



DEPARTMENT OF THE ARMY
HEADQUARTERS UNITED STATES ARMY FORCES COMMAND
1777 HARDEE AVENUE SW
FORT MCPHERSON GEORGIA 30330-1062

REPLY TO
ATTENTION OF

AFCS-SB

18 NOV 1999

MEMORANDUM FOR Commanders, Forces Command (FORSCOM)
Installations

SUBJECT: Small and Disadvantaged Business Utilization (SADBU) Program
Goals for FY 00

1. Congratulations on the outstanding support you gave to the SADBU Program in FY 99. As a result of your efforts, FORSCOM was once again one of the Army's top performers in support of this important program.
2. At enclosure 1 is the letter the Commander received from the Director of the Army's Office of Small and Disadvantaged Business Utilization. The letter assigns FORSCOM's SADBU Program goals for FY 00 and expresses the Army's appreciation for FORSCOM's outstanding support of the SADBU Program.
3. Your installation SADBU Program goals for FY 00 are at enclosure 2. We used your FY 99 award percentage in each SADBU Program as the starting point for setting your FY 00 goals. We then reduced these award percentages to compensate for the addition of Federal Supply Schedule awards to the goaling base for FY 00.
4. Ask that you take a personal interest in your installation's SADBU performance. To keep you apprised of your progress toward meeting your SADBU Program goals, we will be sending you quarterly summaries of your performance (enclosure 3).

3 Encls
as

Lawson W. Magruder III
LAWSON W. MAGRUDER III
Lieutenant General, USA
Deputy Commanding General/
Chief of Staff



REPLY TO
ATTENTION OF

DEPARTMENT OF THE ARMY
OFFICE OF THE SECRETARY OF THE ARMY
WASHINGTON, DC 20310-0101

10 NOV 1999

SADBU

General Thomas A. Schwartz
Commanding General
U. S. Army Forces Command
Fort McPherson, Georgia 30330-6000

Dear General Schwartz:

In Fiscal Year (FY) 1999, the Army achieved all of its small business program goals, except for the very challenging goal assigned for women-owned small businesses and the small business set-aside goal. The Army's successful record in this program is attributable to the outstanding support of your command. Secretary Caldera and I commend you and your subordinate commanders, contracting personnel and small business specialists for this achievement.

As you may recall, Public Law 105-135 increased the government-wide small business program goal from 20% to 23%, and established 1.5% goal for awards to qualified HUBZone small business concerns. The Office of the Secretary of Defense (OSD) has not assigned the Army goals for FY 2000, but we do not anticipate our goals being less than those assigned to us last year. Therefore, to mitigate the impact of any further delay in your ability to accomplish and exceed your assigned goals, I have decided to establish goals for the major Army commands without benefit or insight of OSD goal projections for FY 2000.

As shown in enclosure 1, your FY 2000 goals were developed after considering existing legislation, past performance data, forecasted information provided by your staff and the impact of various issues, such as credit card purchases, large requirements and Federal Supply Schedules. This year, however, the Army will be able to take credit for awards to small businesses made under Federal Supply Schedules.

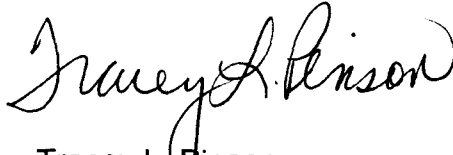
As you are aware, it is the Department of Defense's (DoD's) policy to support fully the goals and objectives of the Small Business Act. I would like to ask that special attention be given to certain areas of the program, specifically in the organizational placement and reporting of small business offices.



It has come to my attention that some of the small business offices are not in compliance with DOD Directive 4205.1. I have attached a copy (enclosure 2) for your information and I ask that you review your command's compliance with the regulation.

I appreciate your personal commitment and involvement in attaining the specific goals I have assigned to you and in your unwavering support of our efforts to strengthen and increase awards to small businesses.

Sincerely,

A handwritten signature in black ink, reading "Tracey L. Pinson". The signature is written in a cursive, flowing style with a large, prominent "T" and "P".

Tracey L. Pinson
Director, Office of
Small and Disadvantaged Business Utilization

Enclosures

US ARMY FORCES COMMAND
FISCAL YEAR 2000 GOAL ALLOCATION

PROGRAM CATEGORY	PERCENTAGE GOAL
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Prime Contracting

SMALL BUSINESS	55.0%
SMALL BUSINESS SET-ASIDE	20.5%
HUBZONE SMALL BUSINESS	1.0%
SMALL DISADVANTAGED BUSINESS	17.0%
WOMAN-OWNED SMALL BUSINESS	7.0%
HISTORICALLY BLACK COLLEGES & UNIVERSITIES AND MINORITY INSTITUTIONS	5.0%
SMALL BUSINESS RESEARCH AND DEVELOPMENT	0%

Subcontracting

SMALL BUSINESS	62.0%
SMALL DISADVANTAGED BUSINESS	10.0%
WOMEN-OWNED SMALL BUSINESS	5.0%

FY 2000
SADBU GOALS

INSTALLATION	SMALL BUSINESS		SMALL DISADVANTAGED		WOMEN-OWNED		HUBZONE	
	SMALL BUSINESS* BUSINESS*	SET-ASIDE*	BUSINESS*	BUSINESS*	BUSINESS*	BUSINESS*	BUSINESS*	HBCU/MI**
MCPHERSON (AACC)	58.0%	15.0%	20.0%		7.0%		1.5%	5.0%
BRAGG	37.0%	28.0%	15.0%		7.0%		1.5%	5.0%
CAMPBELL	42.0%	15.0%	6.0%		7.0%		1.5%	5.0%
CARSON	70.0%	30.0%	20.0%		7.0%		1.5%	5.0%
DIX	70.0%	28.0%	20.0%		7.0%		1.5%	5.0%
DRUM	67.0%	22.0%	11.0%		7.0%		1.5%	5.0%
HOOD	28.0%	15.0%	9.6%		7.0%		1.5%	5.0%
IRWIN	10.0%	5.0%	5.0%		7.0%		1.5%	5.0%
LEWIS	37.0%	23.0%	17.0%		7.0%		1.5%	5.0%
MCCOY	70.0%	14.0%	12.0%		7.0%		1.5%	5.0%
POLK	56.0%	25.0%	15.0%		7.0%		1.5%	5.0%
RILEY	70.0%	30.0%	20.0%		7.0%		1.5%	5.0%
STEWART	65.0%	28.0%	18.0%		7.0%		1.5%	5.0%

*Goals are expressed as a percentage of total awards to all US business concerns.

**Goals for award to historically black colleges and universities and minority institutions (HBCU/MI) are expressed as a percentage of total awards to all higher educational institutions.

**FORSCOM
SMALL BUSINESS (SB) AWARDS
FOR THE PERIOD 10/01/98 THRU 09/30/99**

INSTALLATION	WITH BUSINESS*	SB AWARDS	SB GOAL**	SB PERCENT ATTAINED	VARIANCE FROM GOAL
AACC	\$69,721,189	\$43,682,284	57.6%	62.7%	5.1%
BRAGG	\$90,679,944	36,630,446	48.8%	40.4%	-8.4%
CAMPBELL	\$50,929,439	23,166,429	67.6%	45.5%	-22.1%
CARSON	\$93,452,613	75,004,285	60.1%	80.3%	20.2%
DIX	\$57,451,827	49,303,625	63.5%	85.8%	22.3%
DRUM	\$35,361,671	24,771,637	60.0%	70.1%	10.1%
HOOD	\$96,363,591	31,221,219	34.1%	32.4%	-1.7%
IRWIN	\$83,245,487	10,615,668	15.6%	12.8%	-2.8%
LEWIS	\$44,214,501	17,809,951	49.4%	40.3%	-9.1%
MCCOY	\$21,112,906	15,903,832	61.0%	75.3%	14.3%
POLK	\$47,576,096	28,173,021	62.4%	59.2%	-3.2%
RILEY	\$27,758,584	23,661,625	68.9%	85.2%	16.3%
STEWART	\$35,508,086	24,504,993	70.0%	69.0%	-1.0%
FORSCOM TOTAL	\$753,375,934	\$404,449,015	54.5%	53.7%	-0.8%

*With business awards exclude intragovernmental awards (e.g., GSA, Federal Prison Industries (UNICOR)) and awards to nonprofit institutions.

**Small business awards goals are expressed as a percentage of total awards to U. S. business concerns.

**FORSCOM
SMALL BUSINESS SET-ASIDE (SBSA) AWARDS
FOR THE PERIOD 10/01/98 THRU 09/30/99**

INSTALLATION	WITH BUSINESS*	SBSA AWARDS	SBSA GOAL**	SBSA PERCENT ATTAINED	VARIANCE FROM GOAL
AACC	\$69,721,189	\$12,457,344	13.2%	17.9%	4.7%
BRAGG	90,679,944	29,320,049	30.8%	32.3%	1.5%
CAMPBELL	50,929,439	8,870,013	19.9%	17.4%	-2.5%
CARSON	93,452,613	63,539,005	28.0%	68.0%	40.0%
DIX	57,451,827	17,700,912	16.2%	30.8%	14.6%
DRUM	35,361,671	8,923,248	17.0%	25.2%	8.2%
HOOD	96,363,591	18,147,144	14.3%	18.8%	4.5%
IRWIN	83,245,487	6,384,778	7.4%	7.7%	0.3%
LEWIS	44,214,501	11,530,250	16.1%	26.1%	10.0%
MCCOY	21,112,906	3,574,560	18.0%	16.9%	-1.1%
POLK	47,576,096	14,377,397	13.8%	30.2%	16.4%
RILEY	27,758,584	17,659,832	35.0%	63.6%	28.6%
STEWART	35,508,086	12,109,019	21.8%	34.1%	12.3%
FORSCOM TOTAL	\$753,375,934	\$224,593,551	20.2%	29.8%	9.6%

*With business awards exclude intragovernmental awards (e.g., GSA, Federal Prison Industries (UNICOR)) and awards to nonprofit institutions.

**Small business set-aside awards goals are expressed as a percentage of total awards to U. S. business concerns.

FORSCOM
SMALL DISADVANTAGED BUSINESS (SDB) AWARDS
FOR THE PERIOD 10/01/98 THRU 09/30/99

INSTALLATION	WITH BUSINESS*	TOTAL SDB AWARDS	SDB GOAL**	PERCENT ATTAINED	VARIANCE FROM GOAL
AACC	\$69,721,189	\$23,957,072	20.0%	34.4%	14.4%
BRAGG	90,679,944	16,141,571	16.9%	17.8%	0.9%
CAMPBELL	50,929,439	3,648,334	9.6%	7.2%	-2.4%
CARSON	93,452,613	56,570,190	16.9%	60.5%	43.6%
DIX	57,451,827	17,396,222	16.9%	30.3%	13.4%
DRUM	35,361,671	4,506,813	10.8%	12.7%	1.9%
HOOD	96,363,591	10,023,205	9.7%	10.4%	0.7%
IRWIN	83,245,487	890,348	5.5%	1.1%	-4.4%
LEWIS	44,214,501	8,268,885	16.7%	18.7%	2.0%
MCCOY	21,112,906	2,766,286	7.7%	13.1%	5.4%
POLK	47,576,096	8,519,232	14.8%	17.9%	3.1%
RILEY	27,758,584	12,523,102	20.0%	45.1%	25.1%
STEWART	35,508,086	7,177,310	16.9%	20.2%	3.3%
FORSCOM TOTAL	\$753,375,934	\$172,388,570	16.9%	22.9%	6.0%

*With business awards exclude intragovernmental awards (e.g., GSA, Federal Prison Industries (UNICOR)) and awards to nonprofit institutions.

**Small disadvantaged business awards goals are expressed as a percentage of total awards to U.S. business concerns.

**FORSCOM
WOMEN-OWNED BUSINESS AWARDS (WOB)
FOR THE PERIOD 10/01/98 THRU 09/30/99**

INSTALLATION	WITH BUSINESS*	WOB AWARDS	WOB PERCENT ATTAINED**
AACC	\$69,721,189	\$2,317,714	3.3%
BRAGG	90,679,944	10,602,406	11.7%
CAMPBELL	50,929,439	1,888,208	3.7%
CARSON	93,452,613	11,753,145	12.6%
DIX	57,451,827	5,831,675	10.2%
DRUM	35,361,671	1,874,022	5.3%
HOOD	96,363,591	6,507,038	6.8%
IRWIN	83,245,487	364,775	0.4%
LEWIS	44,214,501	2,048,511	4.6%
MCCOY	21,112,906	450,787	2.1%
POLK	47,576,096	4,376,897	9.2%
RILEY	27,758,584	1,276,163	4.6%
STEWART	35,508,086	1,236,086	3.5%
FORSCOM TOTAL	\$753,375,934	\$50,527,427	6.7%

*With business awards exclude intragovernmental awards (e.g., GSA, Federal Prison Industries (UNICOR)) and awards to nonprofit institutions.

**Women-owned business awards expressed as a percentage of total awards to U. S. business concerns.

The FORSCOM goal for awards to women-owned business concerns is 7%.

**FORSCOM
HISTORICALLY BLACK COLLEGES AND UNIVERSITIES
AND MINORITY INSTITUTIONS (HBCU/MI) AWARDS
FOR THE PERIOD 10/01/98 THRU 09/30/99**

INSTALLATION	HEI AWARDS	HBCU AWARDS	HBCU PERCENT ATTAINED*
AACC	\$2,625,351	\$0	0.0%
BRAGG	4,276,600	16,320	0.4%
CAMPBELL	256,796	0	0.0%
CARSON	10,930	-22,955	-210.0%
DIX	107,523	41,223	0.0%
DRUM	0	0	0.0%
HOOD	2,403,932	-12,965	-0.5%
IRWIN	0	0	0.0%
LEWIS	942,477	0	0.0%
MCCOY	0	0	0.0%
POLK	0	0	0.0%
RILEY	196,260	300	0.2%
STEWART	4,231	4,231	0.0%
FORSCOM TOTAL	\$10,824,100	\$26,154	0.2%

*HBCU/MI awards expressed as a percentage of total awards to higher educational institutions (HEI).

The FORSCOM goal for awards to HBCU/MI's is 6.3%.